



Facilities Management: weathering the economic storm in Feb '09

Facilities Management is holding up remarkably well so far this year despite increasingly grim economic forecasts. While many businesses are cautious about recruitment, there's still a high demand for top quality candidates. Why? Because for many organisations it is business as usual. It's easy to forget - even in a deep downturn or recession - that the strongest survive. To many businesses, a slowdown represents an opportunity.

Our own findings support recent media comments. Yes, the economic situation is getting worse. Yes, it is forcing the Facilities Management industry into the unknown. But we're better placed than many sectors to weather the storm. Although it's dangerous to assume that the Facilities world is immune, demand is strong enough to merit confidence for 2009.

According to some Facilities Professionals, the market is highly volatile at the moment as businesses adapt to remain profitable. Recent reports state that over a third of them will be changed beyond recognition by 2011.

A disaster? Absolutely not. We see good things ahead. Countless businesses will be changing shape in the coming months. And we're looking for talented, innovative and adaptable individuals to meet their needs. Here are a few live examples:

Bid / Operations Manager: £40,000 - £65,000 + Package & Car, Scotland

Our client is a leading brand within the FM arena. Recently they have won numerous high value contracts and are set for a very productive 2009. They require senior bid managers who have a wealth of bidding experience to FTSE 100 companies. An operations background is essential as they need bid managers who can add realism and experience to the bidding process to ensure they create competitive but achievable bids. You must have at least 8 years experience within the facilities management market and be looking to join a solid, entrepreneurial centric organisation. An in-depth understanding of both hard and soft services is essential and an individual who is confident with the proposal of Total Facilities Management contracts compared to a 'bundled service' provision would be necessary.

General Manager: £50,000 - £55,000 + Package & Car, Hertfordshire

Our client a soft services FM company (turnover <£10M) are looking to recruit a General Manager to have responsibility for P&L, Health and Safety, Customer Satisfaction / liaison. You are likely to be a high achieving Operations Director, an entrepreneurial strategic thinker with sound business management skills who has commitment, drive and passion to grow the business.

Project Development Manager PFI: £50,000 - £60,000 + Package & Car

A great opportunity to develop your career has arisen, based in the South East; working for a leading FM company specialising on PFI projects. This role will be to work on a range of Building Schools for Future (BSF) projects from feasibility to contract stage; you will act as the link between business development and delivery. The role requires an accomplished facilities operational manager familiar with the sales and delivery of services in a PPP or public sector setting. The role also requires flexibility and teamwork.

